

150222000015 8/15/05 C11
CONGRESSIONAL INFOR SREV SRI
ACQUIS EDITOR SRI
4520 E. WEST HIGHWAY
BETHESDA MD 20814

TODAY

A CALIFORNIA STATE COURT jury ordered BankAmerica Corp. to pay \$50 million in damages to two elderly sisters and another member of a family as a penalty for wrongful lending practices... 2

JAPANESE COOPERATION is critical to the success of new capital adequacy guidelines, say regulators in the United States and the United Kingdom. But the regulators are encountering stiff resistance and are worried the issue could heat up the existing trade war... 2

A TECHNICAL CORRECTIONS BILL to the Tax Reform Act of 1986 would allow thrift institutions to keep their carryforward tax benefits if they convert from mutual to stock ownership before 1989... 2

A COURT BATTLE over banks' powers to underwrite securities ended in a draw, say lawyers from banks, the Fed, and the Securities Industry Association... 3

QUALITY BANK SERVICE begins to pay off earlier than commonly supposed, says Leonard L. Berry, president of the American Marketing Association... 4

TECHNOLOGY TODAY

PEOPLE REMAIN the biggest concern in banks' continuing struggle against fraud, but computers are increasingly being used as accessories... 7

TECHNOBANK, one of the biggest exhibitions of banking technology, appears to be designed less for bankers than for equipment and service suppliers who come to see each other's offerings... 8

CHILLICOTHE TELEPHONE CO., which serves an area of south central Ohio where corn and soybeans are the major products, has just added banking to its two-year-old homegrown videotex service... 10

CONTINENTAL ILLINOIS STOCK improved in advance of the company's decision to boost loan-loss reserves, but the FDIC said it will not be prodded into immediately selling its interest in the Chicago holding company... 25

GIBRALTAR is going to become a money center, believes George Moore, chairman of Gibraltar Trust Bank Ltd. The 82-year-old former chairman of Citibank and its holding company is embarking on his new adventure with the backing of Credit Suisse... 32

KEEPING CURRENT

Executive Changes... 6

In the News... 3

Quote

You've got six big bullies behind this rival network. That's a fairly formidable array of banking power.

William T. Sandalls Jr., a vice chairman at BayBanks, on the competing Yankee 24 ATM network [Page 1]

Unquote

FROM THE REGIONS

NEW ENGLAND

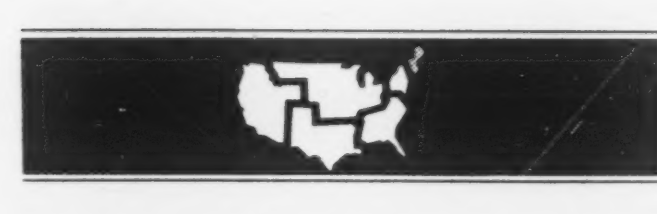
Massachusetts Banks Gear Up Efforts To Grab Bigger Piece of Retail Market

By MICHAEL WEINSTEIN
New England Bureau

BOSTON — A battle is brewing over the retail banking market in Massachusetts.

The acknowledged market leader, BayBanks Inc., Boston, has used technology and savvy marketing to become the most popular bank among young professionals in and around Boston.

But the state's leading banks have teamed up to form a huge automated teller machine network that will rival the proprietary system developed by BayBanks.

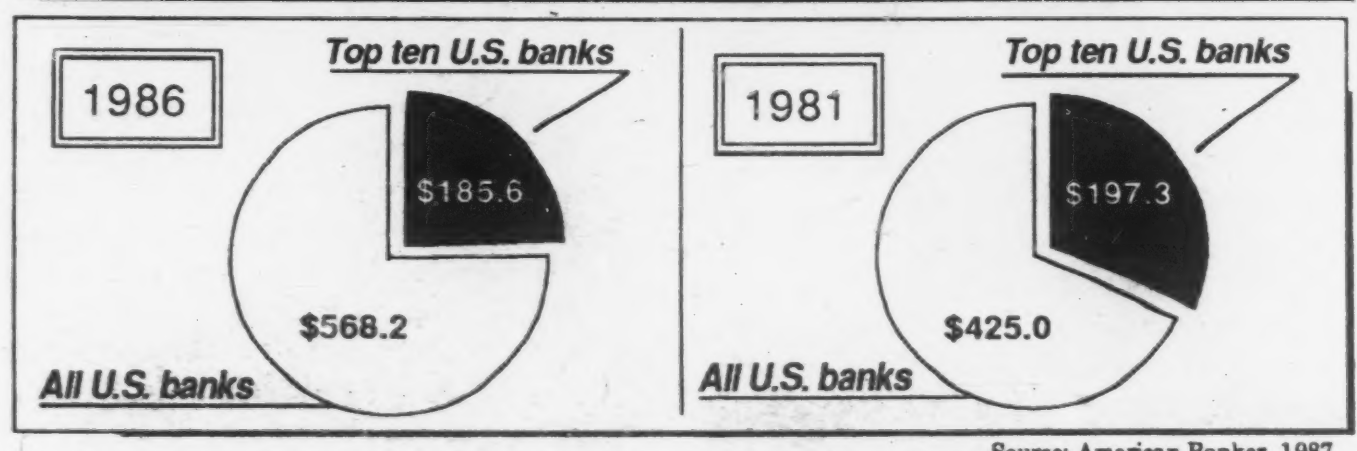


And one of those banks, Bank of New England Corp., Boston, the state's second biggest banking company, is also lurking in the wings with a stepped up retail banking effort, which it began after merging with Connecticut Bank and Trust Co. in 1985.

From the Regions: Page 30 ➡

Business Loans Held By The Top Ten U.S. Banks

Yearend comparison: 1986 and 1981, in billions of dollars



Lenders Continue Shift to US Firms

By KENNETH J. HICKS

NEW YORK — The banking industry is continuing to refocus its business lending to domestic firms, particularly to middle-market companies, according to an American Banker survey.

Domestic business lending at the top 10 banks was up 10% last year and rose 11% at the top 100 institutions, according to the American Banker's seventh annual survey of the top 300 commercial bank lenders to business.

But when loans to international firms are included, total commercial and industrial lending was down almost 3% at the top 10 banks last year and up 3% for the top 100.

Survey findings also show that Citibank maintained its No. 1 ranking as the top lender to domestic and international business, with \$35.6 billion in loans, down 1%.

Lenders: Page 12 ➡

Action Urged To Reduce Clearing Risk

Global Trading Increases Exposure: Morgan Chief

By JOHN J. DUFFY

HAMBURG, West Germany — Settlement and clearing risks in international securities trading have risen dramatically over the past decade, and steps must be taken to manage these risks more effectively, Dennis Weatherstone, president of Morgan Guaranty Trust Co., said Tuesday.

Speaking to a group of senior bankers here at the International Monetary Conference, Mr. Weatherstone said the explosion of international securities trading and the intricate linking of transactions across borders have created a new series of risks that current settlement and clearing systems are not equipped to handle.

"We now have a huge, complex interlocking system of national and global markets, operating 24 hours a day, with settlement procedures for both cash and securities varying widely among markets, and provisions for managing risks — and containing problems in the system if they do occur — still in their infancy," he said.

Steps that can be taken to reduce the risks posed by global trading, Mr. Weatherstone said, include:

- More active management of cash-flow positions to reduce intraday overdrafts on the Federal Reserve's Fedwire system and on the Clearing House Interbank Payments System (Chips). This could mean making Chips payments final, as on Fedwire, or instituting a system of special charges on banks that run large intraday overdrafts.
- A system of regional clearing mechanisms that could settle dollar transactions in Europe and in the Far East.

Clearing: Page 6 ➡

The more UCCEL, the more you sell.

To learn more about INFOPOINT, the financial software that helps you sell, call 1-800-UCC-1234.



Software for IBM, Apple, and other computers. UCCEL Corporation, Financial Systems Group, P.O. Box 600, 104 College Ave., New York, NY 10017. © 1987 UCCEL Corporation. All rights reserved.



If you've been left in this position by your data processor, call us. 214/506-4000

MTech
A Momentum Company

Lenders Continue Shift to Domestic Companies

➔ **Continued from Page 1**
from the previous year. (The survey tables begin on page 13.)

The nation's largest bank also pushed into the No. 2 position in domestic business loans, reporting \$12.2 billion, an increase of 14% from \$10.7 billion in 1985, when it ranked third.

Chase Manhattan Bank passed Bank of America as holder of second place by virtue of a slower rate of decrease. Chase had \$25.1 billion in commercial and industrial lending in 1986, down 9.7%. Bank of America, which slid down to third, reported \$24 billion, off 17.5%.

Manufacturers Hanover Trust Co. was No. 4 with \$21.8 billion, a slight increase of 1.6%. Manufacturers was the top bank in domestic lending with \$13 billion, up 6% from a year earlier.

Larry Cohn, vice president and banking analyst with Merrill Lynch Capital Markets, said one of the reasons for the change in emphasis from international lending is that "international business lending has not been attractive, either politically or economically. Politically, you don't want to lend to the Third World."

Considerably narrower spreads in Europe he made further international lending less profitable.

Mr. Cohn also said the spreads for "jumbo corporate lending" have become less profitable for commercial banks. The resurgence in middle-market lending, has further been fueled by alternative financing available to the larger national customers. In 1986, corporations issued about \$318 billion in the money markets, compared with \$171 billion in 1985.

On the other hand, middle-market corporate clients, which do not have the same access to the credit markets, have had strong demand for loans over the past two years.

"The regionals have had good loan demand in the retail, real estate, and middle-market sectors," said Frank Barkocy, a vice president of Merrill

Lynch Capital Markets. "Along with the leveraged buyouts from some of their larger customers, the regional banks are still experiencing loan demand."

That could help explain the higher loan growth experienced by banks ranked after the top 10 and in the second 100.

Another reason for the downturn in total C&I lending among the top 10 banks is securitization of loans. Many large banks have been selling participations in business loans to foreign banks' U.S. branches and agencies and commercial bank subsidiaries, to other domestically owned banks ranked among the top 300, and to thrift institutions. These sales have reduced the amount of loans remaining on their books.

"There is no doubt that securitization has moved loans off the banks' books," said Mr. Cohn.

Securitization by banks involves the pooling of loans into a securities instru-

Data Sources, Methods Used in the Survey

The *American Banker's* survey of the top 300 commercial banks in domestic and foreign commercial and industrial lending is based on the federal regulatory reports of condition and income, or call reports, for Dec. 31, 1986, and Dec. 31, 1985; they were provided by ADP Data Services Division, New York.

The call report data include outstanding business loans to U.S. and foreign businesses and are consolidated to include loans booked in banks' domestic and foreign offices. Lease financing receivables are excluded.

This year, the *American Banker* also shows the domestic portion of commercial and industrial lending of the top 100 commercial banks. Ranked by total commercial and industrial loans, the table compares 1986 domestic lending with totals for 1985.

The table also shows: the percentage of domestic to total business loans, bad or nonperforming business loans and as a percentage of total domestic commercial and industrial loans, and gross interest income. Data are presented for 1985 and 1986.



Norwest Bank South Dakota, N.A.

obtained a

\$595,000,000

Forward Purchase Commitment

consisting of

GSL, SLS, and Alternative Loans

from

SallieMae

(202) 298-2933

ment that is sold to investors. Until recently, residential mortgage loans were the primary source for securitized loan issues.

Other loan assets held by banks — car loans, credit card receivables, lease receivables, and commercial real estate loans — have become more widely used to back debt issues as banks seek ways to compete for available investment dollars. Securitization has become an attractive way for banks to increase liquidity and diversify their risks.

The effects of securitization can be seen in a comparison of market share by the top 10 banks in 1986 and 1981. Last year, those banks, with \$185.6 billion in outstanding commercial and industrial loans, accounted for 32.7% of all commercial loans. Conversely, in 1981, those 10 banks accounted for 46.4% of all business loans with \$197.3 billion.

Figures from the Office of the Comptroller of the Currency showed that large banks totaled \$70 billion in loan sales during the fourth quarter of 1986, compared with \$30 billion in the last quarter of 1984. Most of the sales were made to other banks.

Though domestic business lending increased 11.4% among the top 100 banks, however, loans classified as bad (loans 90 or more days past due and loans placed on a nonaccrual basis) were up almost 20%.

"The economy has been stumbling along," Mr. Cohn explained. "There has been some growth, but not a lot. The increase [in bad business loans] could be the aftermath of disinflation. A lot of these loans were collateralized — whether it be oil or steel — and the value for that collateral has fallen."

Other Survey Findings

• Citibank (Delaware), New Castle, Del., had the highest percentage increase in business lending, with a 185% jump to \$629.7 million. The bank ranked 128 overall. Rounding out the top five percentage gainers are: Tokai Bank of California, Los Angeles, with a 157% increase to \$93.1 million and ranking 160th; United Bank & Trust Co., Hartford, Conn., up 105% to place 203rd with \$329.6 million; Bankers Trust (Delaware), Wilmington, Del., ranked 86th, had a 101% rise to \$1 billion; and Union Planters National Bank, Memphis, came in 158th.

Lenders: Page 30 ➔

Seventh Annual Survey of the TOP 300 BANKS in Business Loans

Based on total commercial and industrial loans outstanding

The Top 5 Gainers

Among the Top 100 in Business Lending

(Dollar Figures in Millions)

	Business Loans		Percent	C&I
	12/31/86	12/31/85	Incr.	Rank
1 Bankers Trust (Delaware), Wilmington	1,026	511	100.7	86
2 Bank of California NA, San Francisco	1,030	707	45.6	85
3 Pittsburgh National Bank	3,073	2,117	45.2	23
4 Republic National Bank, New York	1,207	856.3	40.9	76
5 Shawmut Bank NA, Boston	1,477	1,054	40.1	62

The 5 Largest Losers

Among the Top 100 in Business Lending

(Dollar Figures in Millions)

	Business Loans		Percent	C&I
	12/31/86	12/31/85	Decr.	Rank
1 First City National Bank, Houston	2,058	2,810	26.8	37
2 European American Bank, New York	1,680	2,180	22.9	53
3 Bank of America NT & SA, San Francisco	23,962	29,047	17.5	3
4 Seattle-First National Bank	2,421	2,916	17.0	28
5 InterFirst Bank Dallas NA	2,957.2	3,515.2	15.9	25

The Top 5 Gainers

Among the 2nd 100 in Business Lending

(Dollar Figures in Millions)

	Business Loans		Percent	C&I
	12/31/86	12/31/85	Incr.	Rank
1 Citibank (Delaware), New Castle	630	221	185.5	128
2 Tokai Bank of California, Los Angeles	493	192	156.7	160
3 Union Planters National Bank, Memphis, Tenn	503	263	91.4	158
4 Midlantic Nat'l Bank/Merchants, Neptune Twp., N.J.	356	193	84.7	192
5 Toledo Trust Co., Ohio	776	454	71.1	103

The 5 Largest Losers

Among the 2nd 100 in Business Lending

(Dollar Figures in Millions)

	Business Loans		Percent	C&I
	12/31/86	12/31/85	Decr.	Rank
1 Chemical Bank (Delaware), Wilmington	715	1,103	35.2	107
2 RepublicBank Houston NA	644	798	19.3	119
3 First Bank South Dakota NA, Sioux Falls	341	394	13.5	197
4 First Interstate Bank of Denver NA	454	514	11.7	168
5 Zions First National Bank, Salt Lake City, Utah	466	517	9.9	165

The Top 5 Gainers

Among the 3rd 100 in Business Lending

(Dollar Figures in Millions)

	Business Loans		Percent	C&I
	12/31/86	12/31/85	Incr.	Rank
1 United Bank & Trust Co., Hartford, Conn.	330	161	105.2	203
2 Daiwa Bank Trust Co., New York	300	160	87.4	221
3 Citizens First National Bank, Ridgewood, N.J.	260	151	72.5	248
4 Trust Company of New Jersey, Jersey City	260	171	52.4	249
5 Society Bank NA, Dayton, Ohio	321	215	49.3	209

The 5 Largest Losers

Among the 3rd 100 in Business Lending

(Dollar Figures in Millions)

	Business Loans		Percent	C&I
	12/31/86	12/31/85	Decr.	Rank
1 Imperial Bank, Los Angeles	240	259	33.3	265
2 MBank El Paso NA, Tex.	237	314	24.5	267
3 Norwest Bank Nebraska NA, Omaha	229	301	24.1	277
4 Old National Bank of Washington, Spokane	320	405	21.0	211
5 Allied Bank of Dallas	233	291	20.0	271

Top 300 Banks in Business Lending

Dec. 31, 1986 Compared with Dec. 31, 1985 (Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/86		TOTAL BUSINESS LOANS				TOTAL LOANS			TOTAL ASSETS		
		12/31/86	12/31/85	% Chg.	'85 Rank	12/31/86	12/31/85	% Chg.	12/31/86	12/31/85	% Chg.
1	Citibank NA, New York	35,647,000	35,974,000	-0.91	1	89,805,001	78,472,001	14.44	153,293,000	138,625,000	10.58
2	Chase Manhattan Bank NA, New York	25,072,544	27,749,431	-9.65	3	52,222,238	52,346,029	-0.24	81,953,505	78,747,998	4.07
3	Bank of America M/T & SA, San Francisco	23,962,000	29,047,000	-17.51	2	64,153,000	74,795,001	-14.23	91,499,001	106,156,001	-13.81
4	Manufacturers Hanover Trust Co., New York	21,787,000	21,444,592	1.60	4	43,372,000	44,200,692	-1.87	62,161,000	62,271,005	-0.18
5	Chemical Bank, New York	15,274,000	16,045,078	-4.81	5	36,375,000	36,216,223	0.44	58,422,000	55,489,518	5.28
6	Morgan Guaranty Trust Co., New York	14,277,386	15,707,412	-9.10	6	33,153,513	35,198,066	-5.81	69,055,034	67,395,353	2.46
7	Continental Illinois National Bank & Trust Co., Chicago	14,167,292	14,054,617	0.80	7	21,022,565	20,306,166	3.53	31,998,533	30,152,159	6.12
8	Bankers Trust Co., New York	13,625,881	11,976,597	13.77	8	28,463,088	24,949,542	14.08	55,497,088	51,180,236	8.43
9	Security Pacific National Bank, Los Angeles	11,620,211	10,083,643	15.24	9	33,185,490	30,145,324	10.09	47,533,669	44,850,904	5.98
10	First National Bank, Boston	10,137,257	8,573,928†	18.23	12	17,779,434	14,640,485	21.44	25,148,537	20,954,509	20.01
11	Wells Fargo Bank NA, San Francisco	9,892,997	9,417,587†	5.05	21	32,298,182	32,297,101	.00	39,240,804	42,500,281	-7.67
12	First National Bank, Chicago	9,185,969	8,414,220	9.17	11	21,939,609	21,123,067	3.87	33,685,387	33,369,471	0.95
13	Mellon Bank NA, Pittsburgh	8,260,387	8,713,292	-5.20	10	16,620,759	16,951,080	-1.95	23,737,166	25,434,329	-6.67
14	Marine Midland Bank NA, Buffalo, N.Y.	6,390,542	6,433,761	-0.67	13	16,731,710	14,753,875	13.41	22,215,959	22,450,370	-1.04
15	Bank of New York	6,099,492	4,699,421	29.79	16	12,109,067	11,124,440	8.85	19,410,947	17,659,787	9.92
16	First Interstate Bank of California, Los Angeles	5,287,842	5,449,294	-2.96	15	14,954,770	14,726,352	1.55	22,465,829	20,608,479	9.01
17	Texas Commerce Bank NA, Houston	4,856,777	4,503,225	7.85	18	7,210,349	7,061,296	2.11	11,508,704	11,625,165	-1.00
18	National Westminster Bank USA, New York	4,414,464	3,591,344	22.92	22	7,714,979	6,696,302	15.21	11,104,518	9,821,022	13.07
19	National Bank of Detroit	4,288,159	3,862,416	11.02	19	7,594,569	6,632,574	14.50	14,833,054	12,974,704	14.32
20	Irving Trust Co., New York	4,216,995	3,860,331	9.24	20	11,625,388	10,667,497	8.98	21,087,791	18,653,207	13.05
21	RepublicBank Dallas NA	4,213,143	4,551,822	-7.44	17	9,680,927	10,115,990	-4.30	14,292,835	15,795,848	-9.52
22	NCNB National Bank of North Carolina, Charlotte	3,476,084	2,934,106	18.47	24	8,666,346	7,641,138	13.42	14,490,444	12,026,822	20.48
23	Pittsburgh National Bank	3,073,497	2,116,921†	45.19	32	6,878,572	5,512,638	24.78	13,525,393	11,164,528	21.15
24	Bank of New England NA, Boston	2,969,870	2,127,395†	39.60	38	7,463,288	5,204,332	43.41	9,492,502	7,855,331	20.84
25	InterFirst Bank Dallas NA	2,957,245	3,515,201	-15.87	23	5,443,486	6,712,783	-18.91	8,154,456	10,881,628	-25.06
26	Union Bank, Los Angeles	2,835,227	2,509,091	13.00	27	6,833,062	5,729,506	19.26	9,519,447	9,071,774	4.93
27	First National Bank, Minneapolis	2,731,361	2,433,176	12.25	29	5,550,184	5,288,614	4.95	10,585,285	9,293,332	13.90
28	Seattle-First National Bank	2,421,105	2,915,727	-16.96	25	7,983,829	7,998,478	-0.18	10,119,883	9,925,229	1.96
29	Fidelity Bank NA, Malvern, Pa.	2,408,736	2,055,834†	17.17	55	5,290,649	4,787,707	10.50	9,040,586	8,924,698	1.30
30	AmeriTrust Co. NA, Cleveland	2,389,819	1,902,269	25.63	37	5,958,525	4,878,474	22.14	8,548,105	7,571,547	12.90
31	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	2,381,513	2,020,562	17.86	33	6,723,871	5,854,343	14.85	10,670,978	9,658,398	10.48
32	Philadelphia National Bank	2,352,718	2,153,091	9.27	31	5,084,044	4,891,571	3.93	8,709,420	8,169,393	6.61
33	MBank Dallas NA	2,336,147	2,486,711	-6.05	28	5,801,728	5,512,880	5.24	7,461,916	7,311,258	2.06
34	Connecticut Bank & Trust Co. NA, Hartford	2,289,199	1,848,910	23.81	41	5,864,869	4,567,561	28.40	9,323,019	7,665,055	21.63
35	Bank of Tokyo Trust Co., New York	2,286,793	1,783,687	28.21	43	2,843,702	2,427,934	17.12	5,874,302	5,379,498	9.20
36	Harris Trust & Savings Bank, Chicago	2,125,342	1,894,533	12.18	39	4,800,027	4,519,563	6.21	8,458,533	7,628,656	10.88
37	First City National Bank, Houston	2,058,040	2,810,288	-26.77	26	4,358,988	5,126,502	-14.97	5,885,771	8,367,906	-29.66
38	Citizens & Southern National Bank, Atlanta	2,056,517	2,017,463†	1.94	34	6,648,897	5,876,559	13.14	10,550,562	9,375,403	12.53
39	Southeast Bank NA, Miami	2,043,544	1,781,593†	14.70	44	7,249,972	6,982,615	3.83	11,937,829	11,251,097	6.10
40	First Fidelity Bank NA, Newark, N.J.	2,038,531	1,793,547	13.66	42	5,492,153	4,782,540	14.84	9,451,491	8,238,033	14.73
41	Sovran Bank NA, Richmond	2,002,602	1,665,605	20.23	46	7,149,186	6,650,195	7.50	10,417,960	9,442,213	10.33
42	First Union National Bank, Charlotte	1,999,717	2,009,106	-0.47	35	7,660,709	6,926,195	10.60	15,780,252	12,655,470	24.69
43	Comerica Bank-Detroit	1,980,477	1,904,272	4.00	36	4,925,134	4,693,656	4.93	7,482,235	7,323,882	2.16
44	Meridian Bank, Reading, Pa.	1,955,176	1,501,226†	30.24	84	4,292,647	3,782,014	13.50	6,439,223	6,369,171	1.10
45	Norwest Bank Minneapolis NA	1,916,825	1,866,139	2.72	40	3,901,206	3,754,780	3.90	7,243,729	6,347,777	14.11
46	California First Bank, San Francisco	1,801,933	1,649,711	9.23	47	4,237,135	3,874,170	9.37	5,984,616	5,389,384	11.04
47	Northern Trust Co., Chicago	1,784,129	1,629,011	9.52	48	3,687,177	3,627,677	1.64	7,786,493	6,726,444	15.76
48	Manufacturers National Bank, Detroit	1,779,557	1,625,903	9.45	49	4,217,707	3,673,103	14.83	7,062,836	6,127,396	15.27
49	United States National Bank, Portland	1,753,117	1,597,957	9.71	50	4,964,677	4,809,834	3.22	8,466,612	7,386,176	14.63
50	Valley National Bank of Arizona, Phoenix	1,724,808	1,709,044	0.92	45	7,056,993	6,465,081	9.16	10,360,999	9,643,338	7.44
51	Rainier National Bank, Seattle	1,715,472	1,593,234†	7.67	52	5,615,266	5,361,179	4.74	8,273,203	7,843,340	5.48
52	Maryland National Bank, Baltimore	1,714,001	1,522,399	12.59	53	4,992,258	4,298,145	16.15	8,050,187	6,759,594	19.09
53	European American Bank, New York	1,680,363	2,180,245	-22.93	30	4,066,045	4,553,676	-10.71	6,686,164	6,619,949	1.00
54	Connecticut National Bank, Hartford	1,680,099	1,397,148	20.25	59	5,465,184	4,390,040	24.49	9,327,283	7,052,142	32.26
55	First National Bank, St. Paul, Minn.	1,615,676	1,203,929	34.20	65	3,180,549	2,766,235	14.98	6,156,059	5,479,025	12.36
56	National City Bank, Cleveland	1,576,867	1,167,340	35.08	67	3,986,724	3,069,266	29.89	6,482,575	5,524,549	17.34
57	Morgan Bank (Delaware), Wilmington	1,55									

Top 300 Banks in Business Lending

Dec. 31, 1986 Compared with Dec. 31, 1985 (Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/86		TOTAL BUSINESS LOANS				TOTAL LOANS				TOTAL ASSETS			
		12/31/86	12/31/85	% Chg.	'85 Rank	12/31/86	12/31/85	% Chg.		12/31/86	12/31/85	% Chg.	
101	Indiana National Bank, Indianapolis	807,601	678,024†	19.11	105	2,649,001	2,362,196	12.14		4,077,541	3,894,588	4.70	
102	Rhode Island Hospital Trust National Bank, Providence	787,628	565,402	39.30	113	1,910,292	1,638,363	16.60		3,060,070	2,505,111	22.15	
103	Toledo Trust Co., Ohio	776,211	453,572	71.13	155	1,816,551	1,246,839	45.69		2,711,645	2,183,716	24.18	
104	Sumitomo Bank of California, San Francisco	767,864	699,456	9.78	102	2,439,075	2,514,011	-2.98		3,271,248	2,906,712	12.54	
105	First Union National Bank of Florida, Jacksonville	720,200	672,069†	7.16	134	3,034,464	2,974,045	2.03		6,887,631	6,113,437	12.66	
106	Bank South NA, Atlanta	718,647	613,624	17.12	108	1,840,284	1,503,954	22.36		2,728,633	2,396,414	13.86	
107	Chemical Bank (Delaware), Wilmington	714,835	1,102,609	-35.17	70	1,352,158	2,186,156	-38.15		1,431,675	2,327,871	-38.50	
108	Mitsui Manufacturers Bank, Los Angeles	713,809	736,863	-3.13	97	1,316,348	1,351,161	-2.58		1,847,959	1,929,205	-4.21	
109	Texas American Bank/Fort Worth NA	713,191	750,707	-5.00	94	1,853,191	2,046,097	-9.43		2,677,570	2,896,939	-7.57	
110	American Security Bank NA, Washington, D.C.	697,253	467,822	49.04	147	2,919,830	2,404,588	21.43		4,642,506	4,107,136	13.04	
111	Hibernia National Bank, New Orleans	676,188	478,047	41.45	140	1,820,383	1,330,314	36.84		2,813,793	2,285,600	23.11	
112	Citytrust, Bridgeport, Conn.	676,024	468,814	44.20	146	2,003,102	1,575,738	27.12		2,396,096	1,910,420	25.42	
113	Sovran Bank/Maryland, Bethesda	655,477	564,988	16.02	115	1,964,923	1,663,511	18.12		3,255,019	3,270,277	-0.47	
114	BayBank Middlesex, Burlington, Mass.	655,385	516,658	26.85	129	2,181,363	1,797,794	21.34		3,077,788	2,548,401	20.77	
115	Israel Discount Bank of New York	653,641	563,900	15.91	116	1,173,102	984,504	19.16		3,781,670	3,733,190	1.30	
116	Norstar Bank of Upstate N.Y., Albany	652,944	448,582†	45.56	158	1,779,976	1,340,527	32.78		3,398,694	2,746,037	23.77	
117	First American Bank of Virginia, McLean	651,763	554,178	17.61	120	1,834,758	1,558,110	17.76		2,849,847	2,377,497	19.87	
118	Bank One Columbus NA, Ohio	649,018	466,504	39.12	148	2,072,981	1,818,681	13.98		3,070,995	3,392,305	-9.47	
119	RepublicBank Houston NA	644,303	798,068	-19.27	89	1,429,517	1,551,161	-7.84		2,343,975	2,556,898	-8.33	
120	Centerre Bank NA, St. Louis	643,757	656,785†	-1.98	109	2,074,561	1,869,142	10.99		3,946,743	3,497,612	12.84	
121	Arizona Bank, Phoenix	641,527	565,380	13.47	114	3,216,117	2,708,284	18.75		4,485,060	3,938,354	13.88	
122	Central Trust Co. NA, Cincinnati	640,973	424,265	51.08	162	1,882,420	1,457,922	29.12		2,706,163	2,318,742	16.71	
123	First American National Bank, Nashville, Tenn.	638,155	554,496	15.09	119	1,779,952	1,544,996	15.21		2,873,571	2,324,209	23.64	
124	Michigan National Bank, Detroit	634,343	568,569	11.57	112	1,704,326	1,495,082	14.00		2,308,939	2,051,443	12.55	
125	United Bank of Arizona, Phoenix	634,134	453,358	39.87	156	1,709,872	1,409,223	21.33		2,593,008	2,102,137	23.35	
126	Exchange National Bank, Chicago	632,445	469,671	34.66	144	1,146,656	848,109	35.20		1,907,187	1,431,751	33.21	
127	State Street Bank & Trust Co., Boston	632,370	627,353	0.80	106	2,247,886	1,997,196	12.55		7,217,670	6,575,396	9.77	
128	Citibank (Delaware), New Castle	629,694	220,524	185.54	266	631,351	232,900	171.08		1,137,665	903,602	25.90	
129	M & I Marshall & Isley Bank, Milwaukee	627,497	525,532	19.40	126	1,359,584	1,150,661	18.16		2,752,298	2,226,763	23.60	
130	Whitney National Bank, New Orleans	626,896	619,650	1.17	107	1,154,366	1,067,690	8.12		2,565,603	2,180,574	17.66	
131	IBJ Schroder Bank & Trust Co., New York	624,552	492,626	26.78	136	1,180,254	1,116,359	5.72		5,181,528	2,052,569	152.44	
132	Midlantic National Bank/South, Cherry Hill, N.J.	623,616	564,813†	10.41	149	1,522,194	1,667,568	-8.72		2,124,700	2,987,255	-28.87	
133	Canadian Imperial Bank of Commerce (New York)	615,374	439,791	39.92	160	673,216	530,717	26.85		713,279	549,979	29.69	
134	Old Kent Bank & Trust Co., Grand Rapids, Mich.	614,056	537,876	14.16	123	1,198,314	1,094,347	9.50		2,752,272	2,495,678	10.28	
135	City National Bank, Beverly Hills, Calif.	609,371	437,430	39.31	161	1,622,160	1,228,778	32.01		3,145,914	2,475,755	27.07	
136	LaSalle National Bank, Chicago	608,662	528,763	15.11	125	1,022,877	933,621	9.56		1,568,831	1,541,957	1.74	
137	Third National Bank, Nashville, Tenn.	594,964	580,412	2.51	111	1,871,371	1,713,620	9.21		2,585,969	2,538,543	1.87	
138	First Florida Bank NA, Tampa	581,397	533,470†	8.98	132	2,823,714	2,575,301	9.65		4,904,249	4,522,257	8.45	
139	First Security Bank of Utah NA, Ogden	581,249	455,194	27.69	153	1,888,209	1,763,378	7.08		2,953,501	2,760,536	6.99	
140	Northeastern Bank of Pennsylvania, Wilkes-Barre	580,313	411,649	40.97	166	1,393,773	1,120,482	24.39		2,000,693	1,711,768	16.88	
141	Signet Bank/Maryland, Baltimore	580,191	456,084	27.21	151	2,013,591	1,611,950	24.92		2,940,450	2,425,880	21.21	
142	Barnett Bank of South Florida NA, Miami	579,573	480,901	20.52	139	3,092,294	2,427,922	27.36		4,600,198	3,932,569	16.98	
143	First Interstate Bank of Washington NA, Spokane	567,854	555,348	2.25	118	2,063,804	1,863,809	10.73		3,299,542	3,214,604	2.64	
144	SouthTrust Bank of Alabama NA, Birmingham	558,798	481,253	16.11	138	1,641,282	1,457,983	12.57		2,715,735	2,377,513	14.23	
145	First Alabama Bank, Montgomery	553,650	495,690†	11.69	206	2,423,694	2,131,154	13.73		4,059,617	3,762,221	7.90	
146	Central Bank of the South, Birmingham	550,032	473,522	16.16	143	2,082,287	1,660,801	25.38		3,716,339	3,235,258	14.87	
147	Peoples National Bank, Seattle	548,628	550,422	-0.33	122	1,629,620	1,566,878	4.00		2,428,462	2,369,713	2.48	
148	Sun Bank NA, Orlando, Fla.	548,124	454,193	20.68	154	2,333,387	2,056,980	13.44		3,448,527	3,141,768	9.76	
149	Boatmens National Bank, St. Louis	540,979	477,472†	13.30	188	2,185,636	2,031,353	7.60		4,067,299	3,833,118	6.11	
150	Union Trust Co., Stamford, Conn.	525,544	418,740	25.51	164	1,761,132	1,340,783	31.35		2,714,530	2,275,083	19.32	
151	Dominion Bank NA, Roanoke, Va.	521,842	505,424	3.25	135	2,241,379	1,834,688	22.17		3,503,225	2,699,386	29.78	
152	New Jersey National Bank, Pennington	521,252	451,392	15.48	157	1,449,305	1,256,477	15.35		2,249,612	2,027,867	10.93	
153	First Interstate Bank of Nevada NA, Reno	517,972	455,276	13.77	152	1,894,795	1,770,359	7.03		3,075,692	2,878,160	6.86	
154	Banco Popular de Puerto Rico, San Juan	512,471	452,729	13.20	N.A.	2,256,603	1,705,741	32.29		4,495,113	4,110,046	9.37	
155	Equitable Bank NA, Baltimore	509,797	379,112	34.47	176	2,032,977	1,779,854	14.22		3,640,494	3,502,928	3.93	
156	Central Fidelity Bank, Richmond	503,555	489,315	4.14	137	2,							

American Banker
BANK LOANS TO BUSINESS

Top 300 Banks in Business Lending

Dec. 31, 1986 Compared with Dec. 31, 1985 (Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/86		TOTAL BUSINESS LOANS				TOTAL LOANS			TOTAL ASSETS		
		12/31/86	12/31/85	% Chg.	'85 Rank	12/31/86	12/31/85	% Chg.	12/31/86	12/31/85	% Chg.
201	Horizon Bank NA, Morristown, N.J.	331,718	288,071	15.15	215	1,125,317	1,024,894	9.80	1,659,179	1,477,635	12.29
202	Bank of the West, San Francisco	330,444	310,789	6.32	197	1,034,211	939,002	10.14	1,352,047	1,257,902	7.48
203	United Bank & Trust Co., Hartford, Conn.	329,602	160,642	105.18	339	714,383	440,437	62.20	1,012,301	754,240	34.21
204	First Eastern Bank NA, Wilkes-Barre, Pa.	327,852	263,827	24.27	246	1,120,782	978,942	14.49	1,704,060	1,435,931	18.67
205	Community Bank, Huntington Park, Calif.	325,936	361,629	-9.87	183	556,312	529,527	5.06	1,122,313	925,967	21.20
206	Norstar Bank NA, Buffalo, N.Y.	324,357	254,376	27.51	237	1,024,528	742,372	38.01	1,405,453	1,079,746	30.17
207	Valley Bank of Nevada, Las Vegas	322,884	223,218	44.65	263	958,878	754,273	27.13	1,496,795	1,236,702	21.03
208	Bank One Cleveland NA	321,654	284,466	13.07	218	981,551	827,511	18.61	1,385,520	1,306,930	6.01
209	Society Bank NA, Dayton, Ohio	320,838	214,956	49.26	310	1,103,944	1,033,093	6.86	1,845,882	1,703,999	8.33
210	Laredo National Bank	320,579	320,150	0.13	193	543,055	545,734	-0.49	1,038,411	971,333	6.91
211	Old National Bank of Washington, Spokane	319,720	404,852	-21.03	169	1,272,626	1,142,562	11.38	1,671,423	1,534,520	8.92
212	Bank One, Dayton, NA, Ohio	315,177	259,994	21.22	232	1,171,600	1,061,879	10.33	1,734,851	1,620,315	7.07
213	National Bank of Commerce, Memphis, Tenn.	313,263	286,224	9.45	216	716,758	653,857	9.62	1,357,351	1,220,082	11.25
214	Bank IV Wichita NA, Kan.	312,886	309,461	1.11	199	736,434	701,903	4.92	1,485,527	1,476,668	0.60
215	WestAmerica Bank NA, San Rafael, Calif.	308,944	254,195	21.54	238	813,603	739,768	9.98	1,170,780	1,028,058	13.88
216	South Shore Bank, Quincy, Mass.	308,513	221,100	39.54	265	677,464	607,263	11.56	946,236	825,963	14.56
217	United Bank of Denver NA	306,117	364,173	-15.94	181	1,382,083	1,439,593	-3.99	2,857,811	2,918,706	-2.09
218	Arlington Trust Co., Lawrence, Mass.	303,697	248,865	22.03	240	859,839	794,523	8.22	1,237,745	1,091,925	13.35
219	Bucks County Bank & Trust Co., Perkasie, Pa.	303,406	256,534	18.27	235	626,502	500,908	25.07	1,045,161	761,042	37.33
220	Norstar Bank, Rochester, N.Y.	303,298	296,286	2.37	210	1,364,111	1,110,570	22.83	1,928,811	1,681,801	14.69
221	Daiwa Bank Trust Co., New York	300,349	160,242	87.43	342	633,089	376,344	68.22	1,485,937	1,096,332	35.54
222	InterFirst Bank Ft. Worth NA, Tex.	299,789	368,495	-18.65	179	886,057	986,736	-10.20	1,412,506	1,627,629	-13.22
223	Oregon Bank, Portland	299,383	255,450	17.20	236	630,633	624,215	1.03	961,817	1,047,070	-8.14
224	InterFirst Bank Austin NA, Tex.	297,937	362,010	-17.70	182	1,163,764	1,281,188	-9.17	1,717,706	1,913,202	-10.22
225	Boatmen's First National Bank of Kansas City, Mo.	294,485	297,747	-1.10	205	1,016,281	981,030	3.59	2,281,932	2,011,449	13.45
226	Michigan National Bank, Lansing	293,910	294,163	-0.09	212	1,276,991	1,245,616	2.52	1,773,322	1,776,065	-0.15
227	First Bank NA-Milwaukee	293,773	257,532	14.07	233	764,937	637,227	20.04	1,139,722	967,235	17.83
228	Commerce Bank of Kansas City NA, Mo.	293,702	257,357	14.12	234	815,605	632,751	28.90	1,629,106	1,454,458	12.01
229	National Bank of Georgia, Atlanta	288,890	275,014	5.05	222	857,597	914,619	-6.23	1,682,955	1,504,425	11.87
230	Puget Sound National Bank, Tacoma, Wash.	287,750	261,210	10.16	256	1,215,780	1,088,052	11.74	1,758,631	1,556,011	13.02
231	Key Bank NA, Albany, N.Y.	287,700	272,126	5.72	226	1,352,723	1,096,930	23.32	2,190,322	1,865,408	17.42
232	First Source Bank, South Bend, Ind.	287,403	321,975	-10.74	192	646,658	660,866	-2.15	1,007,596	958,084	5.17
233	First American Bank, Silver Springs, Md.	287,337	235,365	22.08	254	617,893	443,154	39.43	928,432	690,502	34.46
234	Liberty National Bank & Trust Co., Oklahoma City	287,002	329,366	-12.86	190	1,025,912	995,848	3.02	2,291,938	2,383,342	-3.84
235	Provident Bank, Cincinnati	284,519	247,279	15.06	245	816,940	681,554	19.86	1,416,309	1,086,293	30.38
236	Banco de Ponce, P.R.	283,755	233,711	21.41	N.A.	1,328,988	961,197	38.26	2,370,770	2,107,928	12.47
237	United States Trust Co., Boston	280,800	262,052	7.15	231	644,849	524,013	23.06	929,097	752,275	23.50
238	Marquette Bank Minneapolis NA	277,160	225,203	23.07	324	685,936	1,010,491	-32.12	1,554,853	1,637,008	-5.02
239	First National Bank of Commerce, New Orleans	277,015	271,858	1.90	227	1,102,309	1,045,294	5.45	2,350,724	2,306,580	1.91
240	First City Bank, Dallas	274,941	337,849	-18.62	189	545,231	684,315	-20.32	989,240	1,013,204	-2.37
241	Commerce Bank of St. Louis NA, Clayton, Mo.	270,831	208,784	29.72	361	957,365	834,868	14.67	1,714,146	1,780,554	-3.73
242	National Bank of Washington, D.C.	269,632	292,813	-7.92	213	1,066,048	900,050	18.44	1,741,341	1,436,952	21.18
243	First Security Bank of Idaho NA, Boise	268,611	225,586	19.07	261	1,263,064	1,241,508	1.74	1,755,066	1,770,174	-0.85
244	Boulevard Bank NA, Chicago	268,049	218,615	22.61	270	577,327	480,029	20.27	746,436	664,138	12.39
245	First Security National Bank & Trust Co., Lexington, Ky.	264,216	254,080	-3.99	239	801,229	688,997	16.29	1,324,660	1,154,298	14.76
246	Bank of Delaware, Wilmington	263,387	210,503	25.12	277	1,060,719	915,719	15.83	1,625,895	1,373,228	18.40
247	First American Bank Knoxville NA	262,921	247,362	-6.29	262	687,650	675,626	1.78	1,140,192	1,115,364	2.23
248	Citizens First National Bank, Ridgewood, N.J.	260,314	150,932	72.47	357	1,368,986	990,381	38.23	1,991,121	1,575,238	26.40
249	Trust Company of New Jersey, Jersey City	260,293	170,809	52.39	326	855,896	604,499	41.59	1,261,111	1,184,653	6.45
250	Patriot Bank NA, Boston	259,225	229,992	12.71	258	862,521	616,101	40.00	1,106,100	927,510	19.25
251	Colorado National Bank, Denver	258,278	296,955	-13.02	207	739,089	772,055	-4.27	1,432,677	1,518,352	-5.64
252	Amcore Bank NA, Rockford, Ill.	257,810	177,649	45.12	311	457,976	349,472	31.05	756,633	683,400	10.72
253	Marine Midland Bank (Delaware) NA, Wilmington	257,145	275,894	-6.80	221	1,259,227	486,922	158.61	1,280,707	492,349	160.12
254	United Missouri Bank of Kansas City NA	253,686	219,993	15.32	267	696,811	689,614	1.04	1,636,127	1,578,756	3.63
255	Chicago-Tokyo Bank	253,242	243,403	4.04	247	341,247	328,618	3.84	422,361	412,225	2.46
256	Barclays Bank of California, San Francisco	250,463	247,450	1.22	242	901,004	826,184	9.06	1,274,865	1,156,550	10.23
257	York Bank & Trust Co., Pa.	249,902	209,378	19.35	278	740,330	621,326	19.15	987,227	903,240	9.30
258	Dauphin Deposit Bank & Trust Co., Harrisburg, Pa.	249,341	242,647	2.76	248	925,842	801,199	15.56	1,839,248	1,839,884	-0.03
259	Planters National Bank & Trust Co., Rocky Mount, N.C.	248,215	202,820	22.38	289	557,258	496,565	12.22	820,831	759,671	8.05
260	Commercial Trust Co., Jersey City, N.J.	247,948	181,136	36.88	309	688,541	569,532	20.90	1,021,3,3		

Top 300 Banks in Business Loans

Listed Geographically by Order of Size within States

Compiled by American Banker Copyright 1987

Rank 12/86	BUSINESS LOANS			
	12/31/86	12/31/85	% Chg.	
ALABAMA				
60	AmSouth Bank NA, Birmingham	1,498,271	1,140,409	31.38
144	SouthTrust Bank of Alabama NA, Birmingham	558,798	481,253	16.11
145	First Alabama Bank, Montgomery	553,650	495,690	11.69
146	Central Bank of the South, Birmingham	550,032	473,522	16.16
ALASKA				
263	National Bank of Alaska, Anchorage	244,552	294,504	-16.96
ARIZONA				
50	Valley National Bank of Arizona, Phoenix	1,724,808	1,709,044	0.92
71	First Interstate Bank Arizona NA, Phoenix	1,262,871	1,291,720	-2.23
121	Arizona Bank, Phoenix	641,527	565,380	13.47
125	United Bank of Arizona, Phoenix	634,134	453,358	39.87
CALIFORNIA				
3	Bank of America NT & SA, San Francisco	23,962,000	29,047,000	-17.51
9	Security Pacific National Bank, Los Angeles	11,620,211	10,083,643	15.24
11	Wells Fargo Bank NA, San Francisco	9,892,997	9,417,587	5.05
16	First Interstate Bank of California, Los Angeles	5,287,842	5,449,294	-2.96
26	Union Bank, Los Angeles	2,835,227	2,509,091	13.00
46	California First Bank, San Francisco	1,801,933	1,649,711	9.23
63	Sanwa Bank California, San Francisco	1,447,230	1,298,654	11.44
85	Bank of California NA, San Francisco	1,029,880	707,499	45.57
104	Sumitomo Bank of California, San Francisco	767,864	699,456	9.78
108	Mitsui Manufacturers Bank, Los Angeles	713,809	736,863	-3.13
135	City National Bank, Beverly Hills	609,371	437,430	39.31
160	Tokai Bank of California, Los Angeles	493,061	192,089	156.68
202	Bank of the West, San Francisco	330,444	310,789	6.32
205	Community Bank, Huntington Park	325,936	361,629	-9.87
215	WestAmerica Bank NA, San Rafael	308,944	254,195	21.54
256	Barclays Bank of California, San Francisco	250,463	247,450	1.22
265	Imperial Bank, Los Angeles	239,624	359,215	-33.29
294	First Los Angeles Bank	208,408	216,242	-3.62
COLORADO				
168	First Interstate Bank of Denver NA	454,077	514,451	-11.74
217	United Bank of Denver NA	306,117	364,173	-15.94
251	Colorado National Bank, Denver	258,278	296,955	-13.02
CONNECTICUT				
34	Connecticut Bank & Trust Co. NA, Hartford	2,289,199	1,848,910	23.81
54	Connecticut National Bank, Hartford	1,680,099	1,397,148	20.25
112	Citytrust, Bridgeport	676,024	468,814	44.20
150	Union Trust Co., Stamford	525,544	418,740	25.51
177	Bank of Boston Connecticut, Waterbury	404,112	365,729	10.49
203	United Bank & Trust Co., Hartford	329,602	160,642	105.18
DELAWARE				
57	Morgan Bank (Delaware), Wilmington	1,554,297	1,491,849	4.19
75	Manufacturers Hanover Bank (Delaware), Wilmington	1,223,626	1,451,633	-15.71
86	Bankers Trust (Delaware), Wilmington	1,025,532	511,009	100.69
107	Chemical Bank (Delaware), Wilmington	714,835	1,102,609	-35.17
128	Citibank (Delaware), New Castle	629,694	220,524	185.54
246	Bank of Delaware, Wilmington	263,387	210,503	25.12
253	Marine Midland Bank (Delaware) NA, Wilmington	257,145	275,894	-6.80
272	Wilmington Trust Co.	232,884	189,439	22.93
DISTRICT OF COLUMBIA				
95	Riggs National Bank	887,473	770,380	15.20
110	American Security Bank NA	697,253	467,822	49.04
199	First American Bank NA	337,196	230,001	46.61
242	National Bank of Washington	269,632	292,813	-7.92
279	NS & T Bank NA	225,830	195,736	15.37
FLORIDA				
39	Southeast Bank NA, Miami	2,043,544	1,781,593	14.70
64	NCNB National Bank of Florida, Tampa	1,438,914	1,354,107	6.26
80	Florida National Bank, Jacksonville	1,069,884	934,892	14.44
105	First Union National Bank of Florida, Jacksonville	720,200	672,069	7.16
138	First Florida Bank NA, Tampa	581,397	533,470	8.98
142	Barnett Bank of South Florida NA, Miami	579,573	480,901	20.52
148	Sun Bank NA, Orlando	548,124	454,193	20.68
200	Sun Bank/Miami NA	332,017	296,839	11.85
266	Capital Bank, North Bay Village	238,285	205,701	15.84
284	Republic National Bank, Miami	217,476	241,973	-10.12
295	Sun Bank South Florida NA, Ft. Lauderdale	208,165	142,815	45.76
GEORGIA				
38	Citizens & Southern National Bank, Atlanta	2,056,517	2,017,463	1.94
67	Trust Company Bank, Atlanta	1,362,258	1,001,192	36.06
68	First National Bank, Atlanta	1,349,533	1,397,185	-3.41
106	Bank South NA, Atlanta	718,647	613,624	17.12
229	National Bank of Georgia, Atlanta	288,890	275,014	5.05
261	First Georgia Bank, Atlanta	246,699	177,511	38.98
HAWAII				
100	Bank of Hawaii, Honolulu	818,054	690,636	18.45
162	First Hawaiian Bank, Honolulu	480,999	442,858	8.61
IDAHO				
161	Idaho First National Bank, Boise	485,932	530,953	-8.48
243	First Security Bank Idaho NA, Boise	268,611	225,586	19.07

Rank 12/86	BUSINESS LOANS			
	12/31/86	12/31/85	% Chg.	
ILLINOIS				
7	Continental Illinois NB&T Co., Chicago	14,167,292	14,054,617	0.80
12	First National Bank, Chicago	9,185,969	8,414,220	9.17
36	Harris Trust & Savings Bank, Chicago	2,125,342	1,894,533	12.18
47	Northern Trust Co., Chicago	1,784,129	1,629,011	9.52
84	American National Bank & Trust Co., Chicago	1,033,842	973,371	6.21
126	Exchange National Bank, Chicago	632,445	469,671	34.66
136	LaSalle National Bank, Chicago	608,662	528,763	15.11
244	Boulevard Bank NA, Chicago	268,049	218,615	22.61
252	Amcore Bank NA, Rockford	257,810	177,649	45.12
255	Chicago-Tokyo Bank	253,242	243,403	4.04
264	Lake Shore National Bank, Chicago	243,743	212,610	14.64
INDIANA				
97	Bank One Indianapolis NA	864,671	671,399	28.79
101	Indiana National Bank, Indianapolis	807,601	678,024	19.11
157	Merchants National Bank & Trust Co., Indianapolis	505,915	507,882	-0.39
232	First Source Bank, South Bend	287,403	321,975	-10.74
278	Summit Bank, Ft. Wayne	227,431	207,968	9.36
289	Lincoln National Bank & Trust Co., Ft. Wayne	212,761	176,896	20.27
IOWA				
291	Norwest Bank Des Moines NA	211,311	155,045	36.29
KANSAS				
214	Bank IV Wichita NA	312,886	309,461	1.11
KENTUCKY				
83	First National Bank, Louisville	1,061,435	820,864	29.31
99	Citizens Fidelity Bank & Trust Co., Louisville	845,746	781,445	8.23
189	Liberty National Bank & Trust Co., Louisville	368,959	305,442	20.80
245	First Security National Bank & Trust Co., Lexington	264,216	254,080	3.99
LOUISIANA				
111	Hibernia National Bank, New Orleans	676,188	478,047	41.45
130	Whitney National Bank, New Orleans	626,896	619,650	1.17
239	First National Bank of Commerce, New Orleans	277,015	271,858	1.90
276	Guaranty Bank & Trust Co., Lafayette	228,999	268,450	-14.70
MAINE				
193	Casco Northern Bank NA, Portland	355,696	274,183	29.73
MARYLAND				
52	Maryland National Bank, Baltimore	1,714,001	1,522,399	12.59
78	First National Bank of Maryland, Baltimore	1,137,881	1,062,750	7.07
113	Sovran Bank/Maryland, Bethesda	655,477	564,988	16.02
141	Signet Bank/Maryland, Baltimore	580,191	456,084	27.21
155	Equitable Bank NA, Baltimore	509,797	379,112	34.47
183	Mercantile Safe Deposit & Trust Co., Baltimore	390,978	284,616	37.37
233	First American Bank, Silver Springs	287,337	235,365	22.08
MASSACHUSETTS				
10	First National Bank, Boston	10,137,257	8,573,928	18.23
24	Bank of New England NA, Boston	2,969,870	2,127,395	39.60
62	Shawmut Bank NA, Boston	1,476,809	1,053,793	40.14
114	BayBank Middlesex, Burlington	655,385	516,658	26.85
127	State Street Bank & Trust Co., Boston	632,370	627,353	0.80
179	Bank of New England-West NA, Springfield	401,352	350,459	14.52
190	Shawmut Worcester County Bank NA	365,802	238,601	53.31
216	South Shore Bank, Quincy	308,513	221,100	39.54
218	Arlington Trust Co., Lawrence	303,697	248,865	22.03
237	United States Trust Co., Boston	280,800	262,052	7.15
250	Patriot Bank NA, Boston	259,225	229,992	12.71
MICHIGAN				
19	National Bank of Detroit	4,288,159	3,862,416	11.02
43	Comerica Bank-Detroit	1,980,477	1,904,272	4.00
48	Manufacturers National Bank, Detroit	1,779,557	1,625,903	9.45
124	Michigan National Bank, Detroit	634,343	568,569	11.57
134	Old Kent Bank & Trust Co., Grand Rapids	614,056	537,876	14.16
226	Michigan National Bank, Lansing	293,910	294,163	-0.09
293	Union Bank & Trust Co. NA, Grand Rapids	208,824	145,586	43.44
MINNESOTA				
27	First National Bank, Minneapolis	2,731,361	2,433,176	12.25
45	Norwest Bank Minneapolis NA	1,916,825	1,866,139	2.72
55	First National Bank, St. Paul	1,615,676	1,203,929	34.20
238	Marquette Bank Minneapolis NA	277,160	225,203	23.07
MISSISSIPPI				
181	Deposit Guaranty National Bank, Jackson	397,103	423,329	-6.20
187	Trustmark National Bank, Jackson	374,676	383,724	-2.36
MISSOURI				
98	Mercantile Bank NA, St. Louis	846,575	836,632	1.19
120	Center Bank NA, St. Louis	643,757	656,785	-1.98
149	Boatmen's National Bank, St. Louis	540,979	477,472	13.30
191	Merchants Bank, Kansas City	357,564	336,792	6.17
225	Boatmen's First National Bank of Kansas City	294,485	297,747	-1.10
228	Commerce Bank of Kansas City NA	293,702	257,357	14.12
241	Commerce Bank of St. Louis NA, Clayton	270,831	208,784	29.72
254	United Missouri Bank Kansas City NA	253,686	219,993	15.32
282	Mark Twain Bank NA, Ladue	218,991	195,543	11.99

Top 300 Banks in Business Loans

Listed Geographically by Order of Size within States

Compiled by American Banker Copyright 1987

Rank 12/86	BUSINESS LOANS		
	12/31/86	12/31/85	% Chg.
NEBRASKA			
277	Norwest Bank Nebraska NA, Omaha	228,676	301,339 -24.11
NEVADA			
153	First Interstate Bank of Nevada NA, Reno	517,972	455,276 13.77
207	Valley Bank of Nevada, Las Vegas	322,884	223,218 44.65
NEW JERSEY			
40	First Fidelity Bank NA, Newark	2,038,531	1,793,547 13.66
69	Midlantic National Bank, Newark	1,292,503	1,079,499 19.73
89	United Jersey Bank, Hackensack	989,218	746,073 32.59
92	First Jersey National Bank, Jersey City	913,188	722,424 26.41
132	Midlantic National Bank/South, Cherry Hill	623,616	564,813 10.41
152	New Jersey National Bank, Pennington	521,252	451,392 15.48
173	First National Bank, Toms River	422,195	267,139 58.04
180	Midlantic National Bank/North, West Paterson	401,197	307,891 30.30
185	National State Bank, Elizabeth	387,878	362,176 7.10
188	First Jersey National Bank South, Atlantic City	371,113	305,646 21.42
192	Midlantic National Bank/Merchants, Neptune Twp.	356,468	193,005 84.69
194	National Community Bank, Rutherford	354,058	273,830 29.30
201	Horizon Bank NA, Morristown	331,718	288,071 15.15
248	Citizens First National Bank, Ridgewood	260,314	150,932 72.47
249	Trust Company of New Jersey, Jersey City	260,293	170,809 52.39
260	Commercial Trust Co., Jersey City	247,948	181,136 36.88
275	First Fidelity Bank NA/North Jersey, Totowa	229,365	209,036 9.73
NEW MEXICO			
268	First National Bank, Albuquerque	236,513	273,303 -13.46
281	Sunwest Bank of Albuquerque NA	223,413	214,629 4.09
NEW YORK			
1	Citibank NA, New York	35,647,000	35,974,000 -0.91
2	Chase Manhattan Bank NA, New York	25,072,544	27,749,431 -9.65
4	Manufacturers Hanover Trust Co., New York	21,787,000	21,444,592 1.60
5	Chemical Bank, New York	15,274,000	16,045,078 -4.81
6	Morgan Guaranty Trust Co., New York	14,277,386	15,707,412 -9.10
8	Bankers Trust Co., New York	13,625,881	11,976,597 13.77
14	Marine Midland Bank NA, Buffalo	6,390,542	6,433,761 -0.67
15	Bank of New York	6,099,492	4,699,421 29.79
18	National Westminster Bank USA, New York	4,414,464	3,591,344 22.92
20	Irving Trust Co., New York	4,216,995	3,860,331 9.24
35	Bank of Tokyo Trust Co., New York	2,286,793	1,783,687 28.21
53	European American Bank, New York	1,680,363	2,180,245 -22.93
76	Republic National Bank, New York	1,206,864	856,269 40.94
79	Bank Leumi Trust Co., New York	1,114,918	1,094,639 1.85
81	Chase Lincoln First Bank NA, Rochester	1,069,100	872,197 22.58
82	Industrial Bank of Japan Trust Co., New York	1,061,872	776,374 36.77
96	Fuji Bank & Trust Co., New York	866,147	711,795 21.68
115	Israel Discount Bank of New York	653,641	563,900 15.91
116	Norstar Bank of Upstate N.Y., Albany	652,944	448,582 45.56
131	IBJ Schroder Bank & Trust Co., New York	624,552	492,626 26.78
133	Canadian Imperial Bank of Commerce (New York)	615,374	439,791 39.92
163	Manufacturers & Traders Trust Co., Buffalo	470,119	475,647 -1.08
166	Barclays Bank of New York NA	462,611	473,900 -2.38
174	Long Island Trust Co. NA, Garden City	417,613	385,126 8.44
206	Norstar Bank NA, Buffalo	324,357	254,376 27.51
220	Norstar Bank, Rochester	303,298	296,286 2.37
221	Daiwa Bank Trust Co., New York	300,349	160,242 87.43
231	Key Bank NA, Albany	287,700	272,126 5.72
269	Extebank, Stony Brook	234,224	202,157 15.86
270	First American Bank of New York	233,441	171,260 36.31
288	United States Trust Co., New York	213,871	195,262 9.53
290	Key Bank of Central New York, Syracuse	211,402	181,604 16.41
296	Central Trust Co., Rochester	208,070	184,978 12.48
297	Norstar Bank of Long Island, Hempstead	206,755	183,512 12.67
NORTH CAROLINA			
22	NCNB National Bank of North Carolina, Charlotte	3,476,084	2,934,106 18.47
31	Wachovia Bank & Trust Co. NA, Winston Salem	2,381,513	2,020,562 17.86
42	First Union National Bank, Charlotte	1,999,717	2,009,106 -0.47
170	Branch Banking & Trust Co., Wilson	451,739	398,932 13.24
178	Southern National Bank, Lumberton	403,961	313,141 29.00
195	First Citizens Bank & Trust Co., Raleigh	344,994	316,410 9.03
259	Planters National Bank & Trust Co., Rocky Mount	248,215	202,820 22.38
283	Peoples Bank & Trust Co., Rocky Mount	217,932	205,982 5.80
286	United Carolina Bank, Whiteville	215,407	176,436 22.09
OHIO			
30	Ameritrust Co NA, Cleveland	2,389,819	1,902,269 25.63
56	National City Bank, Cleveland	1,576,867	1,167,340 35.08
72	Huntington National Bank, Columbus	1,231,315	1,180,820 4.28
74	Society National Bank, Cleveland	1,224,035	1,061,151 15.35
94	BancOhio National Bank, Columbus	888,059	765,777 15.97
103	Toledo Trust Co.	776,211	453,572 71.13
118	Bank One Columbus NA	649,018	466,504 39.12
122	Central Trust Co. NA, Cincinnati	640,973	424,265 51.08
171	First National Bank, Cincinnati	426,498	305,021 39.83
182	Fifth Third Bank, Cincinnati	395,062	247,857 59.39
208	Bank One Cleveland NA	321,654	284,466 13.07
209	Society Bank NA, Dayton	320,838	214,956 49.26
212	Bank One, Dayton, NA	315,177	259,994 21.22
235	Provident Bank, Cincinnati	284,519	247,279 15.06
273	Bank One of Eastern Ohio NA, Youngstown	232,468	197,412 17.76
OKLAHOMA			
159	Bank of Oklahoma NA, Tulsa	502,946	535,512 -6.08
234	Liberty National Bank & Trust Co., Oklahoma City	287,002	329,366 -12.86
OREGON			
49	United States National Bank, Portland	1,753,117	1,597,957 9.71
61	First Interstate Bank of Oregon NA, Portland	1,478,223	1,414,287 4.52

Rank 12/86	BUSINESS LOANS		
	12/31/86	12/31/85	% Chg.
223	Oregon Bank, Portland	299,383	255,450 17.20
262	Key Bank of Oregon, Portland	245,824	214,292 14.71
PENNSYLVANIA			
13	Mellon Bank NA, Pittsburgh	8,260,387	8,713,292 -5.20
23	Pittsburgh National Bank	3,073,497	2,116,921 45.19
29	Fidelity Bank NA, Malvern	2,408,736	2,055,834 17.17
32	Philadelphia National Bank	2,352,718	2,153,091 9.27
44	Meridian Bank, Reading	1,955,176	1,501,226 30.24
65	Mellon Bank (East) NA, Philadelphia	1,420,472	1,435,079 -1.02
66	Provident National Bank, Philadelphia	1,373,484	1,008,611 36.18
70	First Pennsylvania Bank NA, Philadelphia	1,271,693	1,093,764 16.27
87	Continental Bank, Norristown	1,016,845	985,018 3.23
140	Northeastern Bank of Pennsylvania, Wilkes-Barre	580,313	411,649 40.97
172	Hamilton Bank, Lancaster	424,759	456,645 -6.98
175	Union National Bank, Pittsburgh	411,285	324,133 26.89
176	Equibank, Pittsburgh	404,907	405,653 -0.18
204	First Eastern Bank NA, Wilkes-Barre	327,852	263,827 24.27
219	Bucks County Bank & Trust Co., Perkasie	303,406	256,534 18.27
257	York Bank & Trust Co.	249,902	209,378 19.35
258	Dauphin Deposit Bank & Trust Co., Harrisburg	249,341	242,647 2.76
280	Commonwealth National Bank, Harrisburg	223,961	219,319 2.12
299	Merchants Bank NA, Allentown	204,027	219,879 -7.21
PUERTO RICO			
154	Banco Popular de Puerto Rico, San Juan	512,471	452,729 13.20
236	Banco de Ponce	283,755	233,711 21.41
287	Banco Central Corp., San Juan	215,111	169,393 26.99
RHODE ISLAND			
59	Fleet National Bank, Providence	1,537,606	1,251,305 22.88
102	Rhode Island Hospital Trust National Bank, Providence	787,628	565,402 39.30
SOUTH CAROLINA			
88	South Carolina National Bank, Charleston	1,004,001	804,432 24.81
167	Citizens & Southern National Bank, Charleston	459,381	436,008 5.36
196	NCNB South Carolina, Columbia	344,071	246,123 39.80
300	First Union National Bank of South Carolina, Greenville	204,026	188,436 8.27
SOUTH DAKOTA			
197	First Bank South Dakota NA, Sioux Falls	341,129	394,450 -13.52
TENNESSEE			
93	First Tennessee Bank NA, Memphis	888,442	831,080 6.90
123	First American National Bank, Nashville	638,155	554,496 15.09
137	Third National Bank, Nashville	594,964	580,412 2.51
158	Union Planters National Bank, Memphis	503,037	262,787 91.42
164	Commerce Union Bank, Nashville	467,117	401,788 16.26
213	National Bank of Commerce, Memphis	313,263	286,224 9.45
247	First American Bank Knoxville NA	262,921	247,362 6.29
292	Nashville City Bank & Trust Co.	209,909	222,572 -5.69
TEXAS			
17	Texas Commerce Bank NA, Houston	4,856,777	4,503,225 7.85
21	RepublicBank Dallas NA	4,213,143	4,551,822 -7.44
25	InterFirst Bank Dallas NA	2,957,245	3,515,201 -15.87
33	MBank Dallas NA	2,336,147	2,486,711 -6.05
37	First City National Bank, Houston	2,058,040	2,810,288 -26.77
73	Allied Bank of Texas, Houston	1,229,362	1,316,519 -6.62
77	MBank Houston NA	1,168,204	1,217,512 -4.05
109	Texas American Bank/Ft. Worth NA	713,191	750,707 -5.00
119	RepublicBank Houston NA	644,303	798,068 -19.27
184	Frost National Bank, San Antonio	390,869	359,086 8.85
186	Texas Commerce Bank-Austin NA	386,523	385,577 0.25
198	NBC Bank-San Antonio NA	338,945	310,602 9.13
210	Laredo National Bank	320,579	320,150 0.13
222	InterFirst Bank Ft. Worth NA	299,789	368,495 -18.65
224	InterFirst Bank Austin NA	297,937	362,010 -17.70
240	First City Bank, Dallas	274,941	337,849 -18.62
267	MBank El Paso NA	237,367	314,266 -24.47
271	Allied Bank of Dallas	233,110	291,435 -20.01
274	MBank Ft. Worth NA	229,400	191,381 19.87
298	Texas Commerce Bank-El Paso	204,624	245,471 -16.64
UTAH			
139	First Security Bank of Utah NA, Ogden	581,249	455,194 27.69
165	Zions First National Bank, Salt Lake City	465,701	517,080 -9.94
VERMONT			
285	Chittenden Trust Co., Burlington	215,949	176,562 22.31
VIRGINIA			
41	Sovran Bank NA, Richmond	2,002,602	1,665,605 20.23
58	United Virginia Bank, Richmond	1,550,434	1,586,075 -2.25
91	Signet Bank/Virginia, Richmond	953,720	873,671 9.16
117	First American Bank of Virginia, McLean	651,763	554,178 17.61
151	Dominion Bank NA, Roanoke	521,842	505,424 3.25
156	Central Fidelity Bank, Richmond	509,555	489,315 4.14
WASHINGTON			
28	Seattle-First National Bank	2,421,105	2,915,727 -16.96
51	Rainier National Bank, Seattle	1,715,472	1,593,234 7.67
143	First Interstate Bank of Washington NA, Spokane	567,854	555,348 2.25
147	Peoples National Bank, Seattle	548,628	550,422 -0.33
211	Old National Bank of Washington, Spokane	319,720	404,852 -21.03
230	Puget Sound National Bank, Tacoma	287,750	261,210 10.16
WISCONSIN			
90	First Wisconsin National Bank, Milwaukee	962,932	957,713 0.54
129	M & I Marshall & Ilsley Bank, Milwaukee	627,497	525,532 19.40
169	Marine Bank NA, Milwaukee	452,478	401,868 12.85
227	First Bank NA-Milwaukee	293,773	257,532 14.07

Domestic Business Loans of Top Lenders

Dec. 31, 1986 Compared with Dec. 31, 1985 (Thousands of Dollars)

Compiled by American Banker Copyright 1987

Rank 12/86		DOMESTIC BUSINESS LOANS			Domestic Bus. Loans As % of Business Loans		BAD BUSINESS LOANS		Bad Business Loans as % Of Domestic Bus. Loans		GROSS INTEREST INCOME		
		12/31/86	12/31/85	% Chg.	12/31/86	12/31/85	12/31/86	12/31/85	12/31/86	12/31/85	% Chg.		
1	Citibank NA, New York	12,174,000	10,692,000	13.86	34.15	29.72	507,000	271,000	4.16	2.53	1,069,000	1,275,000	-16.16
2	Chase Manhattan Bank NA, New York	7,667,260	6,438,703	19.08	30.58	23.20	391,556	424,914	5.11	6.60	553,946	807,956	-31.44
3	Bank of America NT & SA, San Francisco	10,683,000	10,784,000	-0.94	44.58	37.13	941,000	917,000	8.81	8.50	1,095,000	1,388,000	-21.11
4	Manufacturers Hanover Trust Co., New York	13,008,000	12,273,830	5.98	59.71	57.24	1,036,000	547,791	7.96	4.46	1,064,000	1,304,705	-18.45
5	Chemical Bank, New York	10,160,000	9,377,819	8.34	66.52	58.45	582,000	296,077	5.73	3.16	872,000	1,047,101	-16.72
6	Morgan Guaranty Trust Co., New York	4,741,739	3,999,092	18.57	33.21	25.46	173,580	163,474	3.66	4.09	351,619	443,306	-20.68
7	Continental Illinois National Bank & Trust Co., Chicago	9,353,778	9,264,466	0.96	66.02	65.92	307,987	326,726	3.29	3.53	819,451	1,084,134	-24.41
8	Bankers Trust Co., New York	8,276,072	7,325,559	12.98	60.74	61.17	360,444	248,762	4.36	3.40	659,565	790,323	-16.54
9	Security Pacific National Bank, Los Angeles	9,472,907	8,214,481	15.32	81.52	81.46	605,703	509,081	6.39	6.20	680,379	828,398	-17.87
10	First National Bank, Boston	7,376,607	5,712,776	29.12	72.77	66.63	194,850	180,649	2.64	3.16	617,341	504,437	22.38
11	Wells Fargo Bank NA, San Francisco	9,059,342	8,295,257	9.21	91.57	88.08	236,615	315,108	2.61	3.80	575,904	915,960	-37.13
12	First National Bank, Chicago	6,484,239	5,343,160	21.36	70.59	63.50	280,857	200,760	4.33	3.76	522,250	608,967	-14.24
13	Mellon Bank NA, Pittsburgh	7,407,002	7,549,897	-1.89	89.67	86.65	340,128	196,817	4.59	2.61	675,331	695,649	-2.92
14	Marine Midland Bank NA, Buffalo, N.Y.	5,009,000	4,292,841	16.68	78.38	66.72	258,129	200,710	5.15	4.68	403,949	431,595	-6.41
15	Bank of New York	3,343,206	2,249,086	48.65	54.81	47.86	90,178	98,356	2.70	4.37	223,461	197,096	13.38
16	First Interstate Bank of California, Los Angeles	3,903,475	3,938,002	-0.88	73.82	72.27	183,466	157,130	4.70	3.99	393,984	437,901	-10.03
17	Texas Commerce Bank NA, Houston	4,377,152	4,007,158	9.23	90.12	88.98	316,160	171,017	7.22	4.27	304,541	360,203	-15.45
18	National Westminster Bank USA, New York	4,186,869	3,301,789	26.81	94.84	91.94	57,509	50,276	1.37	1.52	341,935	296,387	15.37
19	National Bank of Detroit	3,606,039	3,333,745	8.17	84.09	86.31	59,219	68,989	1.64	2.07	295,412	323,989	-8.82
20	Irving Trust Co., New York	2,456,905	1,976,902	24.28	58.26	51.21	50,121	72,970	2.04	3.69	160,870	223,359	-27.98
21	RepublicBank Dallas NA	3,538,358	3,873,649	-8.66	83.98	85.10	196,450	101,444	5.55	2.62	319,727	353,933	-9.66
22	NCNB National Bank of North Carolina, Charlotte	3,345,704	2,722,423	22.89	96.25	92.79	62,494	53,107	1.87	1.95	262,304	253,141	3.62
23	Pittsburgh National Bank	2,702,268	1,901,647	42.10	87.92	89.83	64,083	46,544	2.37	2.45	191,390	191,400	-0.01
24	Bank of New England NA, Boston	2,825,627	2,019,257	39.93	95.14	94.92	101,982	78,379	3.61	3.88	267,907	225,742	18.68
25	InterFirst Bank Dallas NA	2,647,832	3,056,838	-13.38	89.54	86.96	272,903	210,174	10.31	6.88	240,571	295,944	-18.71
26	Union Bank, Los Angeles	2,822,250	2,500,091	12.89	99.54	99.64	99,619	94,874	3.53	3.79	244,002	238,095	2.48
27	First National Bank, Minneapolis	2,388,842	2,217,544	7.72	87.46	91.14	51,092	93,159	2.14	4.20	221,866	224,476	-1.16
28	Seattle-First National Bank	2,211,217	2,584,583	-14.45	91.33	88.64	187,744	237,165	8.49	9.18	223,509	266,869	-16.25
29	Fidelity Bank NA, Malvern, Pa.	2,163,719	1,811,962	19.41	89.83	88.14	32,433	34,765	1.50	1.92	179,795	173,946	3.36
30	AmeriTrust Co. NA, Cleveland	2,379,188	1,869,327	27.28	99.56	98.27	99,607	79,826	4.19	4.27	190,148	181,691	4.65
31	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	2,294,406	1,894,294	21.12	96.34	93.75	17,541	8,759	0.76	0.46	173,880	177,580	-2.08
32	Philadelphia National Bank	2,101,463	1,856,511	13.19	89.32	86.23	26,095	7,761	1.24	0.42	202,288	199,940	1.17
33	MBank Dallas NA	2,295,514	2,453,382	-6.43	98.26	98.66	158,164	176,614	6.89	7.20	180,110	223,794	-19.52
34	Connecticut Bank & Trust Co. NA, Hartford	2,270,265	1,812,006	25.29	99.17	98.00	31,154	19,195	1.37	1.06	168,205	184,174	-8.67
35	Bank of Tokyo Trust Co., New York	1,958,862	1,393,206	40.60	85.66	78.11	0	4,387	0.00	0.31	117,454	133,279	-11.87
36	Harris Trust & Savings Bank, Chicago	2,021,848	1,823,445	10.88	95.13	96.25	39,005	31,158	1.93	1.71	177,791	177,206	0.33
37	First City National Bank, Houston	1,868,909	2,598,164	-28.07	90.81	92.45	292,933	249,385	15.67	9.60	172,920	286,525	-39.65
38	Citizens & Southern National Bank, Atlanta	2,029,027	1,985,738	2.18	98.66	98.43	22,326	13,274	1.10	0.67	188,875	192,010	-1.63
39	Southeast Bank NA, Miami	2,027,824	1,755,395	15.52	99.23	98.53	25,497	28,934	1.26	1.65	177,006	180,720	-2.06
40	First Fidelity Bank NA, Newark, N.J.	2,038,531	1,793,547	13.66	100.00	100.00	64,601	32,930	3.17	1.84	177,701	180,592	-1.60
41	Sovran Bank NA, Richmond	2,002,602	1,659,723	20.66	100.00	99.65	15,732	12,845	0.79	0.77	177,783	164,751	7.91
42	First Union National Bank, Charlotte	1,981,574	1,992,319	-0.54	99.09	99.16	20,819	28,391	1.05	1.43	166,458	192,685	-13.61
43	Comerica Bank-Detroit	1,980,477	1,872,011	5.79	100.00	98.31	23,746	55,793	1.20	2.98	176,224	166,030	6.14
44	Meridian Bank, Reading, Pa.	1,955,176	1,501,226	30.24	100.00	100.00	27,456	24,102	1.40	1.61	152,604	159,736	-4.46
45	Norwest Bank Minneapolis NA	1,784,630	1,363,314	2.78	93.10	93.04	78,234	99,368	4.38	5.72	126,986	185,577	-31.57
46	California First Bank, San Francisco	1,681,868	1,522,410	10.47	93.34	92.28	32,557	58,532	1.94	3.84	142,884	155,480	-8.10
47	Northern Trust Co., Chicago	1,519,783	1,368,685	11.04	85.18	84.02	28,548	34,814	1.88	2.54	122,906	126,557	-2.88
48	Manufacturers National Bank, Detroit	1,726,041	1,551,212	11.27	96.99	95.41	19,649	27,109	1.14	1.75	150,654	150,131	0.35
49	United States National Bank, Portland	1,753,117	1,597,957	9.71	100.00	100.00	35,456	65,966	2.02	4.13	166,635	156,588	6.42
50	Valley National Bank of Arizona, Phoenix	1,706,407	1,685,934	1.21	98.93	98.65	46,337	50,463	2.72	2.99	157,720	185,380	-14.92
51	Rainier National Bank, Seattle	1,224,945	1,218,165	0.56	71.41	76.46	20,285	52,319	1.66	4.29	115,915	136,849	-15.30
52	Maryland National Bank, Baltimore	1,611,323	1,274,940										

FROM THE REGIONS

NEW ENGLAND

Continued from Page 1

These developments come at a time when many bankers, disillusioned with the slim margins of commercial lending, are looking for more profits from consumer banking.

Rooted in the suburbs, BayBanks was formed outside Boston in 1928 by Bank of Boston executives who wanted an out-of-town distribution network at a time when the bank was not permitted to open branches there.

Then came a long series of acquisitions, primarily in the suburbs around Boston. BayBanks' branch network, which now rings the city in the affluent



suburbs of Middlesex and Norfolk counties, is the envy of Massachusetts bankers.

BayBanks did not move into Boston until 1978, when it chartered BayBank Boston. Since then, BayBanks has poured tens of millions of dollars into its ATM network, which now amounts to some 700 teller machines.

With the biggest teller machine network of any bank in the state, BayBanks established a firm hold on the area's young professionals. And the convenience of its ATM network has allowed BayBanks to charge higher-than-average fees for some services.

But last year, BayBanks' major com-

Retail Banking in Massachusetts

	Total assets at March 31, 1987 (in billions)	NOW account market share ¹	Number of branches in state
Bank of Boston Corp.	\$32.2	8.2%	129
Bank of New England Corp. ²	25.8	13.0	250
Shawmut Corp.	9.9	11.6	168
BayBanks Inc.	7.3	12.3	240

¹As a percentage of all NOW accounts in Massachusetts, including those at savings banks.

²Includes Conifer Group Inc.

Source: Massachusetts Bankers Association, bank data

petitors got together and agreed to form a joint, or shared, ATM network, by joining an existing network present in other New England states, Yankee 24. They invited BayBanks to join, but the company declined.

The new members of Yankee 24 include Bank of Boston, Bank of New England, and Shawmut Bank — all based in Boston, all active in the retail market, and all bigger than the \$7.6 billion-asset BayBanks.

Yankee 24 expects to be operational in Massachusetts within a few weeks. It hopes to have some 700 ATMs in the state by the end of the summer, said Janet L. Pruitt, a vice president at Shawmut Bank in Boston.

Yankee 24 is also marketing the network to other banks around the state.

"The Yankee 24 is really going to level the playing field," said Linda Kanner, who runs retail banking in

Massachusetts for Bank of Boston.

The emergence of Yankee 24 has caused a ruckus. BayBanks is fighting the new network in court and in the state house.

BayBanks has filed suit against the network in U.S. District Court in Boston charging unfair competitive practices regarding the fees structure of Yankee 24, said William T. Sandalls Jr., a vice chairman at BayBanks.

About 70 institutions have installed some 100 teller machines in BayBank's network, and these institutions are also eligible to join Yankee 24.

The Joint Committee on Banks and Banking of the Massachusetts legislature is considering a bill that would force Yankee 24 to change its fee structure.

"You've got six big bullies behind this rival network," Mr. Sandalls said. "That's a fairly formidable array of

banking power."

Even if Yankee 24 begins running as planned, BayBanks executives said they will maintain an ATM advantage.

BayBanks has visually distinguished all its branches and teller machines with bright green and blue stripes, and the firm's competitors credit BayBanks with creating a readily identifiable image for Massachusetts consumers.

"They are true retailers," said Bank of Boston's Ms. Kanner.

Bank of Boston, which has attracted an older, more affluent clientele than BayBanks, is considering revamping its 129 branches in Massachusetts and boosting its marketing budget, Ms. Kanner said.

"I'm right in the middle of the project," she said. "We have not done what BayBanks has done so terrifically."

Meanwhile, Bank of New England recently completed its acquisition of Conifer Group Inc., which has roughly doubled the bank's branches and deposits in the state.

"It extends our presence importantly in almost all the markets in Massachusetts," said Richard D. Driscoll, president of Bank of New England. The bank now has about 250 branches around the state.

Bank of New England, traditionally known as a strong wholesale bank, has become more active in the retail market since its merger with Connecticut Bank and Trust, which runs an aggressive retail banking operation.

"When you combine CBT's retail experience with Bank of New England's distribution network, you now present a potential competitive threat to BayBanks," said Mike Turillo, a Boston based partner with Peat Marwick Main & Co.

A few months ago, Bank of New England hired away BayBanks' advertising agency, Hill Holliday Connors Cosmopolis Inc., after using another agency for about 30 years.

Separately, Hartford National Corp., which concentrates on retail banking in its home market of Connecticut, has acquired a handful of institutions around Boston that have total assets of about \$4 billion. But so far, Hartford National has made few changes at those institutions.

BayBanks has already gone through the difficult and often disruptive process of consolidating its different banks. The company now has an integrated data processing system that links all its 240 branches.

Lenders . . .

Continued from Page 12 with \$503 million, up 91%.

Chemical Bank (Delaware), Wilmington, had the largest decrease in domestic and foreign lending, off 35%; Imperial Bank, Los Angeles, was down 33%; First City National Bank, Houston, showed a decline of 27%; MBank El Paso NA, El Paso, registered a decrease of 25%; and Norwest Bank Nebraska NA, Omaha, reported a 24% falloff.

New York had the most banks ranked in the top 300 with 34, an increase of four from 1985. Texas was second with 20, down from 24; Pennsylvania was third at 19, a decrease of four; California was fourth at 18, off two; and New Jersey was fifth with 17, up from 13.

Strategic Dates

July 1, 1987

RHODE ISLAND TRIGGER: Rhode Island's General Assembly set today as the effective date for the state's nationwide interstate banking trigger.

This announcement is under no circumstances to be construed as an offer to sell or as a solicitation of an offer to buy any of these securities. The offering is made only by the Offering Circular Supplement and the Offering Circular to which it relates.

NEW ISSUE

June 22, 1987

\$200,000,000

GREAT WESTERN BANK **GW**

A Federal Savings Bank

9½% Notes Due 1997

Price 99.365%

(Plus accrued interest, if any, from July 1, 1987.)

Copies of the Offering Circular Supplement and the Offering Circular to which it relates may be obtained in any State in which this announcement is circulated from only such of the undersigned or other dealers or brokers as may lawfully offer these securities in such State.

Merrill Lynch Capital Markets

Shearson Lehman Brothers Inc.

The First Boston Corporation	Goldman, Sachs & Co.	Morgan Stanley & Co. Incorporated	Salomon Brothers Inc.
Bear, Stearns & Co. Inc.	Alex. Brown & Sons Incorporated	Daiwa Securities America Inc.	Deutsche Bank Capital Corporation
Dillon, Read & Co. Inc.	Donaldson, Lufkin & Jenrette Securities Corporation	E. F. Hutton & Company Inc.	Kidder, Peabody & Co. Incorporated
Lazard Frères & Co.	The Nikko Securities Co. International, Inc.	Nomura Securities International, Inc.	
PaineWebber Incorporated	Prudential-Bache Capital Funding	L. F. Rothschild & Co. Incorporated	
Smith Barney, Harris Upham & Co. Incorporated	Swiss Bank Corporation International Securities Inc.	UBS Securities Inc.	
Wertheim Schroder & Co. Incorporated	Dean Witter Reynolds Inc.	Yamaichi International (America), Inc.	
A. G. Edwards & Sons, Inc.	McDonald & Company Securities, Inc.	Moseley Securities Corporation	
Oppenheimer & Co., Inc.	Thomson McKinnon Securities Inc.	Tucker, Anthony & R. L. Day, Inc.	